

## Message Text

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71

ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 COME-00 XMB-07 TRSE-00 L-03

AID-20 IGA-02 CIAE-00 DODE-00 INR-10 NSAE-00 PA-03

RSC-01 USIA-12 PRS-01 RSR-01 /082 W

----- 034562

R 091830Z JUL 73

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 5455

INFO AMEMBASSY BEIRUT

AMCONSUL BOMBAY

C O N F I D E N T I A L NEW DELHI 7990

BEIRUT FOR RCAA - DEPT PASS COMMERCE AND EXIMBANK

E.O. 11652: GDS

TAGS: BEXP, IN

SUBJ: BOEING SALES PROSPECTS IN INDIA

REF: NEW DELHI 7517

1. HINDUSTAN TIMES OF JULY 9 CARRIES ARTICLE REPORTING THAT INDIANAIRLINES HAS SUBMITTED TO GOVERNMENT RECOMMENDATION THAT AIRLINE PURCHASE THREE ADVANCED 737'S FOR DELIVERY LATE 1974. ARTICLE ALSO STATES UNEQUIVOCALLY THAT PLANES OFFERED ON BASIS EXIM BANK FINANCING OF 90 PERCENT OF PURCHASE PRICE, AND THAT AIRLINE HAS UNTIL AUGUST 1 TO SIGN CONTRACT TO AVOID 5.5 PERCENT INCREASE IN PRICE.

2. STORY IS SIMILAR TO WHAT BOEING SALES REPRESENTATIVES TOLD US (REFTEL). HOWEVER, BASIC BOEING PROPOSAL COVERS FOUR PLANES AND BOEING SAID 90 PERCENT FINANCING BY EXIM WAS WHAT IT CONSIDERED WARRANTED AND NECESSARY. INDIAN AIRLINES WOULD SAY ONLY THAT STORY IS NOT BASED ON FIRST-HAND INFORMATION FROM AIRLINE, IMPLYING THAT STORY IS HERESAY.

4. THUS CURRENT SITUATION IS THAT INDIAN AIRLINES, PENDING  
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GOVERNMENT ACTION IN ITS RECOMMENDATION, IS STILL UNWILLING

TO CONFIRM THAT IT HAS CHOSED 737 THOUGH COMPANY HAS HINTED  
AS MUCH TO BOEING AND STORY HAS NOW REACHED PRESS.

5. ACTION REQUESTED: EMBASSY WOULD APPRECIATE GUIDANCE ON  
HOW WE SHOULD RESPOND TO QUERIES BASED ON STATEMENT IN  
ARTICLE ON EXIM FINANCING.  
MOYNIHAN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** COMMERCIAL AIRCRAFT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** elyme  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973NEWDE07990  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS MOYNIHAN  
**Errors:** N/A  
**Film Number:** n/a  
**From:** NEW DELHI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730746/aaaabhry.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE  
**Office:** ACTION EB  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 73 NEW DELHI 7517  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** elyme  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 DEC 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19-Dec-2001 by kelleyw0>; APPROVED <09-Jan-2002 by elyme>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BOEING SALES PROSPECTS IN INDIA  
**TAGS:** BEXP, IN, XMB  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005